

Non domestic EPC/HCR Register Procurement

A Competitors point of view

Key Considerations

- Procurement time lines
- Delivery timelines
- Costing model risk or reward?
- Cost to bid
- Chances of success

Procurement /delivery timelines

- PQQ 20th March 06
- BAFO Response August 10th
- Preferred supplier 6th September
- Started work 6th September
- Dry Run started 1st November
- Fully operational 1st June

The Actual Requirement

- Requirements capture is the tough bit
- Is it aligned with regulations
- Is it deliverable within the time-scales

Risk or reward

- The cost model
- Developed during the procurement
- Projecting costs for 10 years
- Building a flexible solution for the duration
- Uncertainty of lodgement numbers

Summary

- The procurement achieved its aims on target
- Strong sustained leadership from project approach
- Parallel workflows enabled tight timescale
- Overcome considerable obstacles
- Delivered a workable contract, cost model and a deliverable requirement